Datamatics Global Services Limited

Regd. Office :
Knowledge Centre, Plot No. 58, Street No.17, MIDC,
Andheri (East), Mumbai - 400 093. INDIA
Tel. : +91 (22) 6102 0000/1/2 • Fax : +91 (22) 2834 3669
CIN : L72200MH1987PLC045205
www.datamatics.com

DATAMATICS®
Data to Intelligence

February 01, 2019

To,

Corporate Communication Department
BSE Limited
Phiroze Jeejeeboy Towers
Dalal Street, Mumbai – 400 001
BSE Scrip Code: 532528

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East) Mumbai 400 051
NSE Code: DATAMATICS

Dear Sir/Madam,

Sub.: Investor Presentation on Un-audited Financial Results for the quarter and nine months ended December 31, 2018.

Ref.: Regulation 30 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the captioned regulation, we are herewith enclosing the investor Presentation on Un-audited Financial results for the quarter and nine months ended December 31, 2018.

The presentation will also be hosted on website of the Company www.datamatics.com/investors/investor-presentation.

Kindly take the above on your record.

For **Datamatics Global Services Limited**

R **Divya Kumat**
EVP, Chief Legal Officer & Company Secretary

DATAMATICS GLOBAL SERVICES LIMITED

Q3 & 9M FY19 Results Update

JANUARY 2019

DATAMATICS® Data to Intelligence

DISCUSSION SUMMARY

- COMPANY OVERVIEW
- QUARTERLY UPDATE
- DATAMATICS – LUMINA PROPOSED DEMERGER
- FINANCIAL OVERVIEW & SHAREHOLDING PATTERN
- AWARDS & CERTIFICATIONS

COMPANY
OVERVIEW

BRIEF PROFILE

DATAMATICS
Data to Intelligence

We build intelligent solutions for data-driven businesses to enhance their productivity and customer experience

Customers Worldwide

500+

Employees

10,000+

Offices in

6 Countries

Global Delivery Centers in

4 Regions

9M FY19 Revenue

₹ 8,266 Mn
(+22% YoY)

9M FY19 EBITDA

₹ 947 Mn
(+61% YoY)

OUR PORTFOLIO

DATAMATICS
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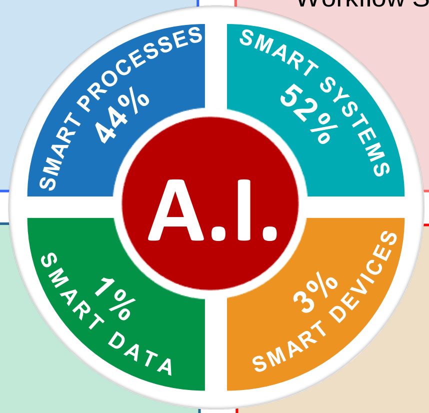
Business Process Management

- Finance & Accounting
- Banking Process Management
- Insurance Process Management
- Customer Support Service
- Robotics Process Automation (RPA)
- Publishing
- Retail / e-Commerce

TruBot iPM

IT Services

- Cloud Services
- Robotic Test Automation
- Enterprise Content Mgmt. & Workflow Solutions
- Web Design & Development
- Application Management Services
- Enterprise Mobility
- Virtual & Augmented Reality
- Digital Consulting



Big Data & Analytics

- Research & Analysis
- Advanced Analytics & Data Sciences
- Business Intelligence & Data Visualization
- Big Data and Data Lakes
- Enterprise Data Management

TruBI

Engineering Services

- Automated Fare Collection
- Point of Sale & ATM Solutions
- Self Service Terminals
- Internet of Things

TruFare

KEY MILESTONES

DATAMATICS®
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1975 - 1990

- Datamatics incorporated (1975)
- India's 1st offshore development centre for Wang Labs, USA (1983)
- 1st to develop & export S/W via satellite to Bell Labs (1989)

1991 - 2000

- India's 1st e-publishing co. (1992)
- 1st in India & 2nd in the world to obtain ISO 9002 certification in e-publishing (1998)
- Most innovative S/W product awarded by the Prime Minister of India (1999)

2001 - 2010

- Acquired Saztec (USA,2003)
- Acquired Corpay for Accounts Payable solutions (USA, 2003)
- BUPA on boarded as customer (2003)
- IPO (2004)
- JV with Cybercom (2006)
- Launch of iPM & iQ (2007)

2011 - 2015

- Launched DataLabs (2011)
- Acquired Cignex, open source ECM (USA, 2011)
- Acquired PMG, publishing service provider (India, 2013)
- Launched own RPA product – TruBot (2014)
- Acquired TruBI from MAIA Intelligence (India, 2015)

2016 -Present

- Opened new delivery centre in USA
- Acquired TechJini, boutique mobile & web technology provider (India, 2017)
- Acquired RJGlobus Solutions, voice & text based customer service provider (2018)
- TruBot debut in Everest Group's PEAK Matrix for RPA (2018)

KEY FOCUS AREAS

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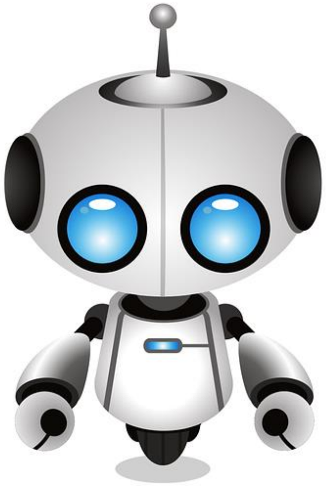
SHORT TERM		MEDIUM TERM	
Account Penetration & Focus on larger deals	Invest in Automation to improve productivity	AFC opportunity – Focus on Indian Metro Rail Projects	Strategic Acquisitions
Digital	Establish Partners & Reseller Channel	Focus on Products – Robotics & Advance Analytics	Artificial Intelligence

ROBOTIC PROCESS AUTOMATION – TRUBOT



2,600+
active TruBots

An active customer base of **96 globally**

Over **23 million documents** processed through OCR

70% clients with over **$5 billion** revenue

Catering to customers across Banking, Healthcare, Insurance, Manufacturing and Logistics

TRUBOT RECOGNISED IN GARTNER, IDC AND EVEREST REPORTS

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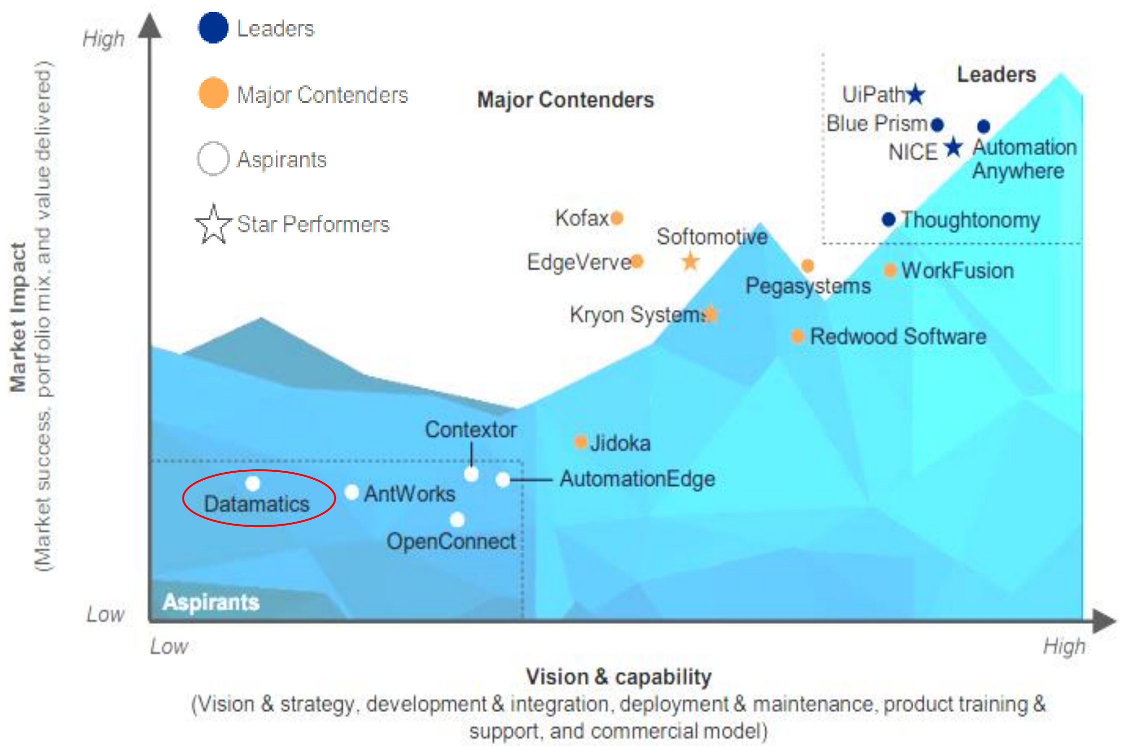
As per Grand View Research Report (Oct 2018), RPA Market will be worth USD 3.11 Bn by 2025

"Our extensive research on various RPA vendors, done as part of 'The Future of Work and Robotic Process Automation Vendor Assessment 2018 for Asia Pacific (Excluding Japan)' report suggests that Datamatics effectively leverages its heritage in document processing-related business process services to encode its deep domain expertise into ready-to-use, cognitive-enabled bot offerings such as the TruBot Neuro.

Another interesting differentiator is that a single TruBot can be trained in multiple processes so the same bot can perform different activities at different times, allowing customers to optimize their bot license costs."

Mr. Pushkaraksh Shanbag
IDC Analyst



EXPERIENCED MANAGEMENT TEAM

DATAMATICS®
Data to Intelligence

DR. LALIT KANODIA
Chairman

RAHUL KANODIA
Vice-Chairman
& CEO

SANDEEP MANTRI
VP & Chief Financial
Officer

BRAJESH UGRA
President – Global Head -
- Sales

NAVIN GUPTA
EVP & Global Head
BPO Services

SANJEEV SUBHEDAR
EVP & Global Head -
Engineering Solutions

SACHIN RANE
EVP & Global Head -
Software Solutions

SANJEET BANERJI
EVP & Global Head – AI &
Cognitive Sciences

SHASHI BHARGAVA
EVP & Global Head -
Solutions Group

SANDEEP ARORA
EVP & Global Head – Consulting &
Advisory Practice

RAJESH AGARWAL
Head – Robotic Process
Automation

MITUL MEHTA
SVP & Global Head - Marketing
& Communications

DIVYA KUMAT
EVP, Chief Legal Officer
& Company Secretary

ALOK KUMAR JHA
EVP & CHRO

GOPAL RANJAN
Global Head
Quality

QUARTERLY UPDATE

Q3 & 9M FY19 – KEY HIGHLIGHTS

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SUMMARY FINANCIALS

Description (In Rs. Mn.)	Q3 FY 18-19	Q3 FY 17-18	Growth %	9M FY 18-19	9M FY 17-18	Growth %
Revenue	2,859	2,348	21.8%	8,266	6,755	22.4%
EBITDA	317	208	52.5%	947	590	60.6%
PBT	193	249	-22.7%	792	705	12.0%
PAT	128	185	-30.8%	580	563	3.0%
EBITDA as % of Revenue	11.1%	8.8%	223 bps	11.5%	8.7%	273 bps

STRONG OPERATING PERFORMANCE

Q3 FY19 – YoY Analysis

- **Revenue - Rs. 2,859 mn, up 21.8%**
    - Region Wise - USA (+28.3%), Europe (+7.7%)
    - Industry Wise - Manufacturing (+56.1%), Publishing (+21.4%)
- **EBITDA - Rs. 317 mn, up 52.5%; Margin - 11.1%, up 223 bps**
- PBT – Rs. 193 mn, down 23% primarily due to forex hedging gains accrued in FY 2018 and exchange loss in current quarter due to revaluation of foreign currency debtors at closing exchange rate.

ROBUST REVENUE GROWTH

9M FY19 – YoY Analysis

- **Revenue - Rs. 8,266 mn, up 22.4%.**
- **Constant Currency growth of 15.8%, including 4.0% inorganic growth**
    - Region Wise - USA (+18.2%), Europe (+43.0%)
    - Industry Wise - BFSI (+26.1%), Publishing (+25.3%).
- **EBITDA - Rs. 947 mn, up 60.6%; Margin - 11.5%, up 273 bps**
- PAT - Rs 580 mn, up 3.0%; Margin - 7.0%

Q3 FY19 – KEY HIGHLIGHTS

DATAMATICS® Data to Intelligence

BUSINESS UPDATES

- 6 new customers added in Q3 FY19.
- Focus on growing the partnership and re-seller program; signed 15 partners (22 in 9M FY19) for TruBot and TruBI products, taking the total partner strength to 30.
- **Launched the new version of RPA product – TruBot 3.0.** The user-friendly updated version makes it easier for our business users and customers to scale up their RPA programme with less dependence on technical support.
- **Proposed Demerger:** The Board of Directors of Datamatics and Lumina Datamatics approved a proposal to merge the two companies into Datamatics. The merged company would then be vertically demerged into two companies, namely, Datamatics Global Services Ltd. and LDR E-Retail Ltd. The latter will be renamed as Lumina Datamatics Limited.

RPA RECOGNITIONS

- Featured in IDC report on “RPA Vendor Assessment 2018” in APAC region (excl. Japan) and got recognized as a **leading technology vendor in the RPA space**.
- Recognised as the “**Best Cognitive Technology Provider – 2018”** by Computer Society of India for **TruBot** (RPA product of Datamatics), which aided a leading national bank automate its credit limit extension process.
- Recognised as RPA service provider in the recent Forrester Report “Now Tech: RPA Services 2018.”

Q3 FY19 – KEY RESULT HIGHLIGHTS

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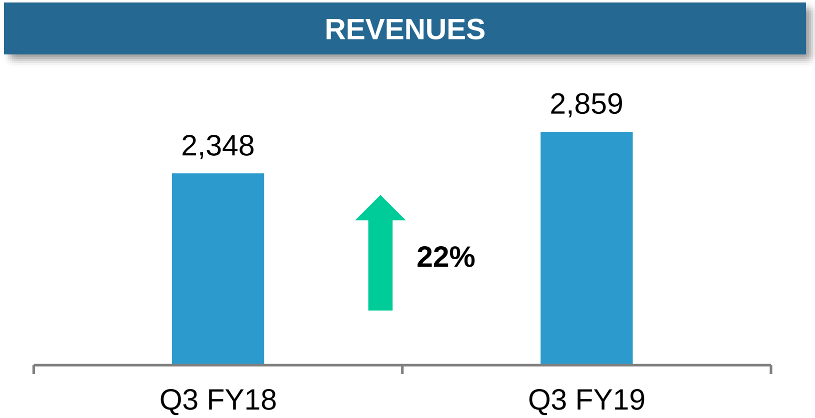
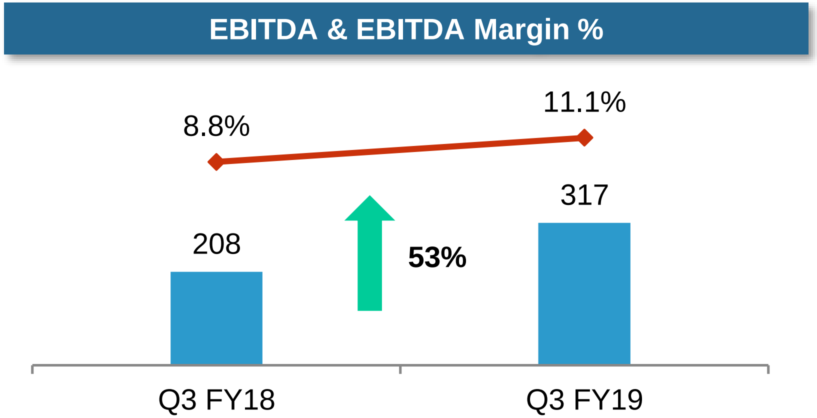
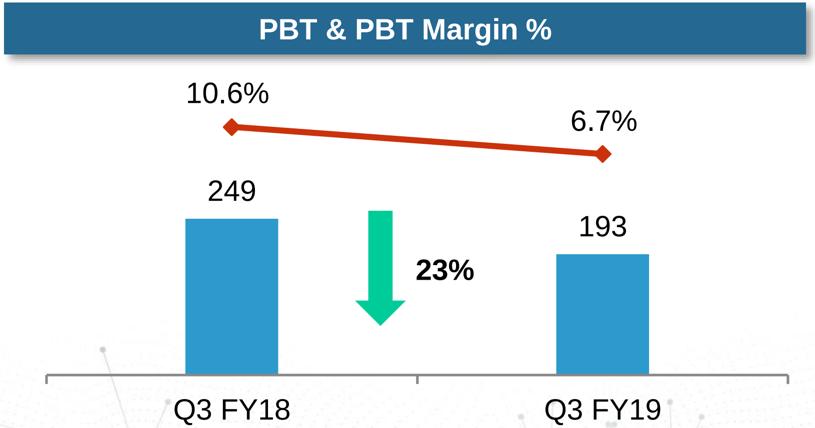
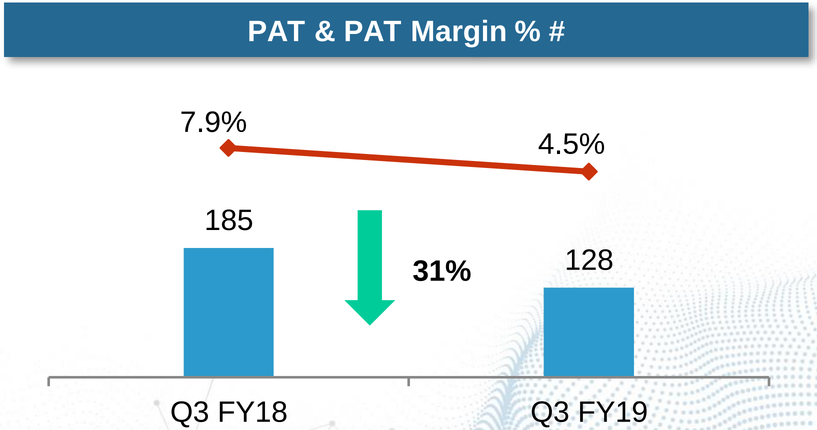
In Rs Mn









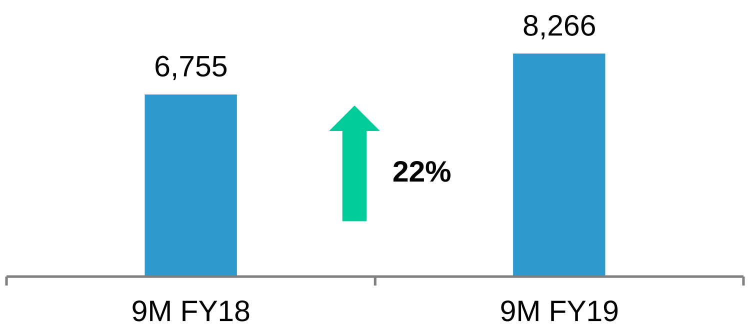
PAT Before Minority Interest

9M FY19 – KEY RESULT HIGHLIGHTS

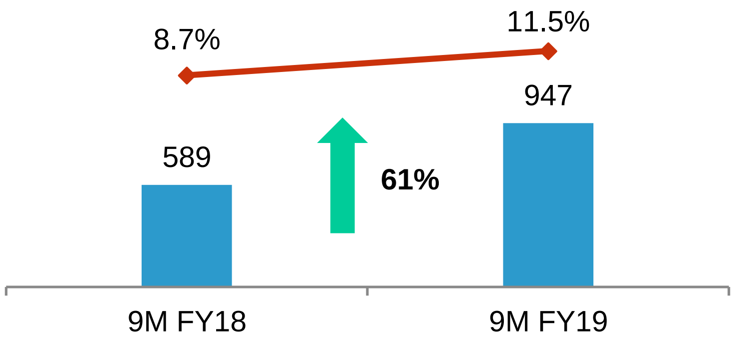
DATAMATICS® Data to Intelligence

In Rs Mn

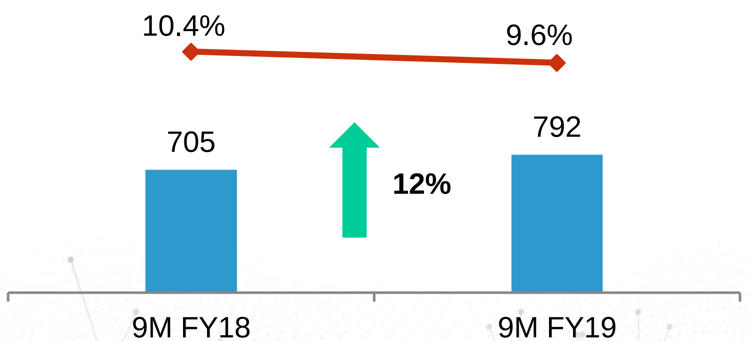
REVENUES



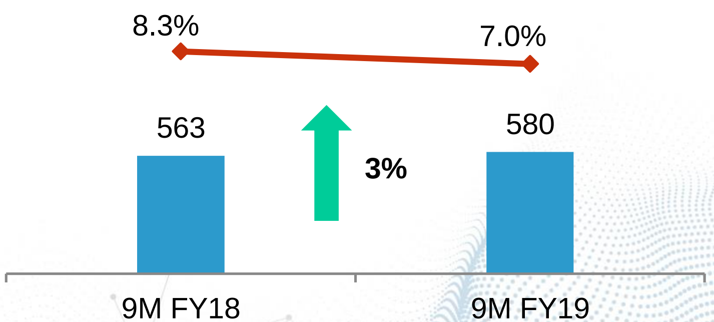
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %



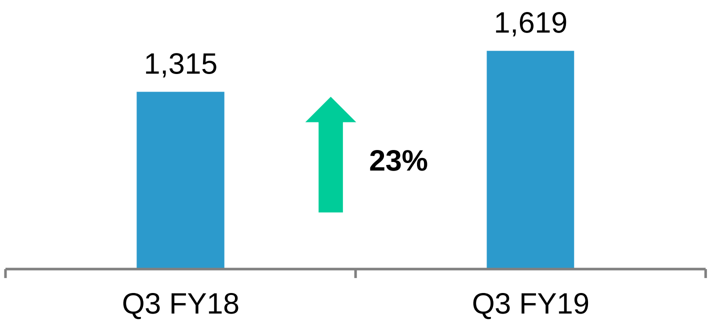
PAT Before Minority Interest

Q3 & 9M FY19 – REVENUE ANALYSIS

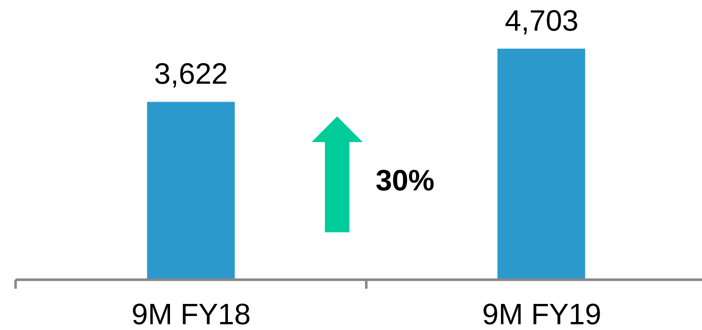
IT SEGMENT

In Rs Mn

IT REVENUES – Q3 FY19

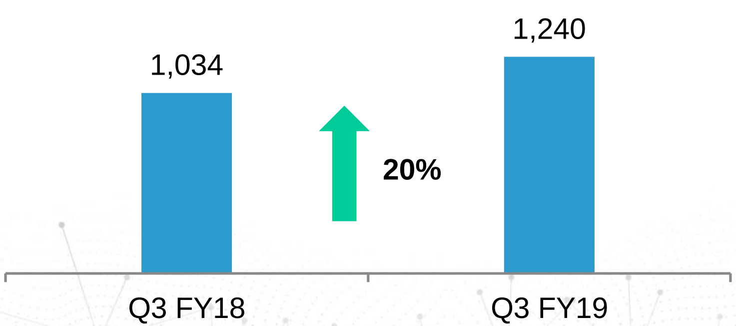


IT REVENUES – 9M FY19

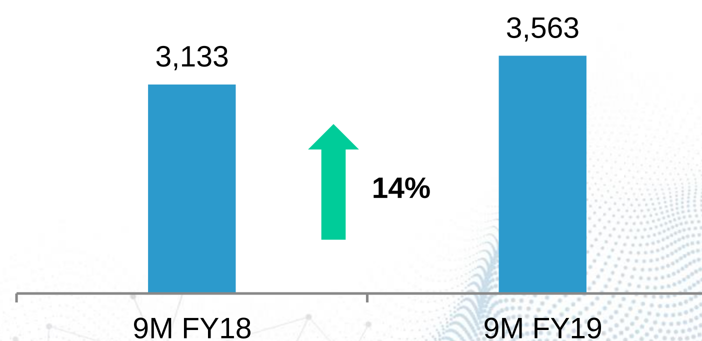


BPM SEGMENT

BPM REVENUES – Q3 FY19

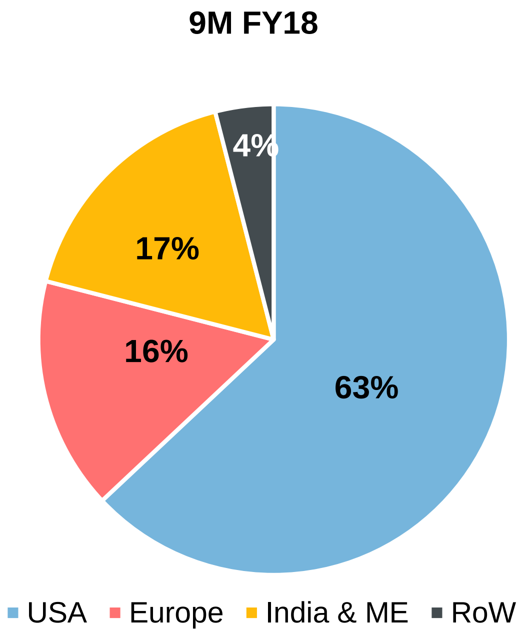


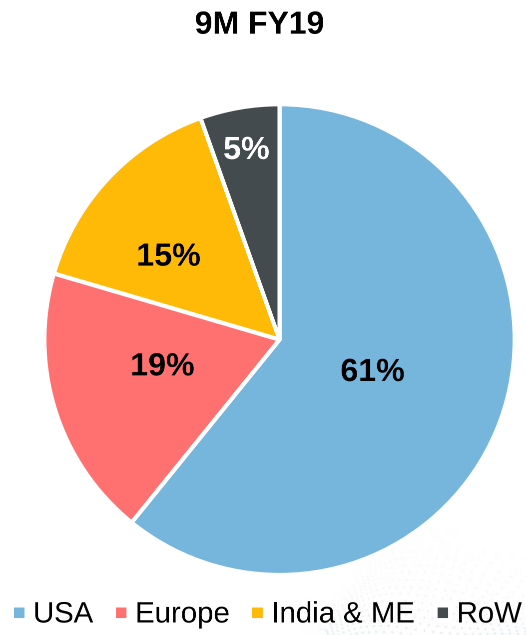
BPM REVENUES – 9M FY19



9M FY19 – REVENUE ANALYSIS

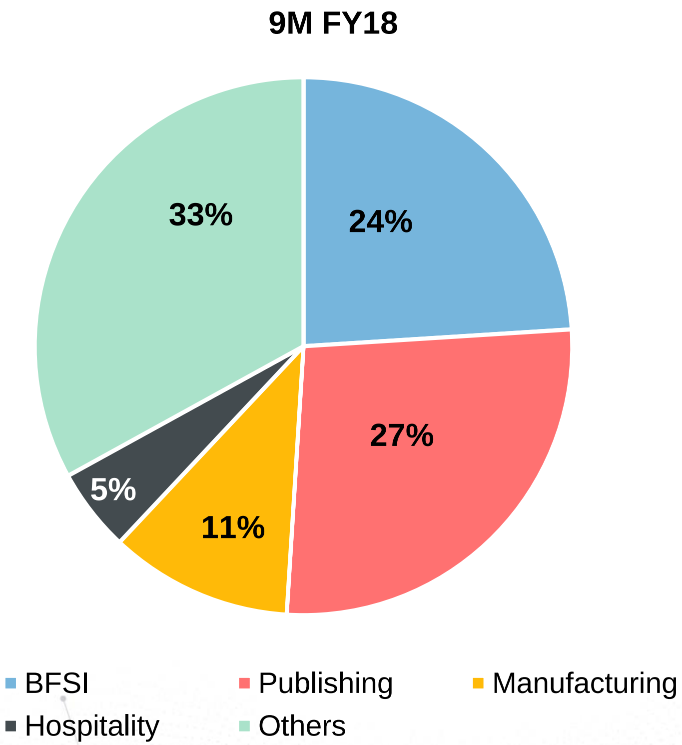
REGION-WISE REVENUES

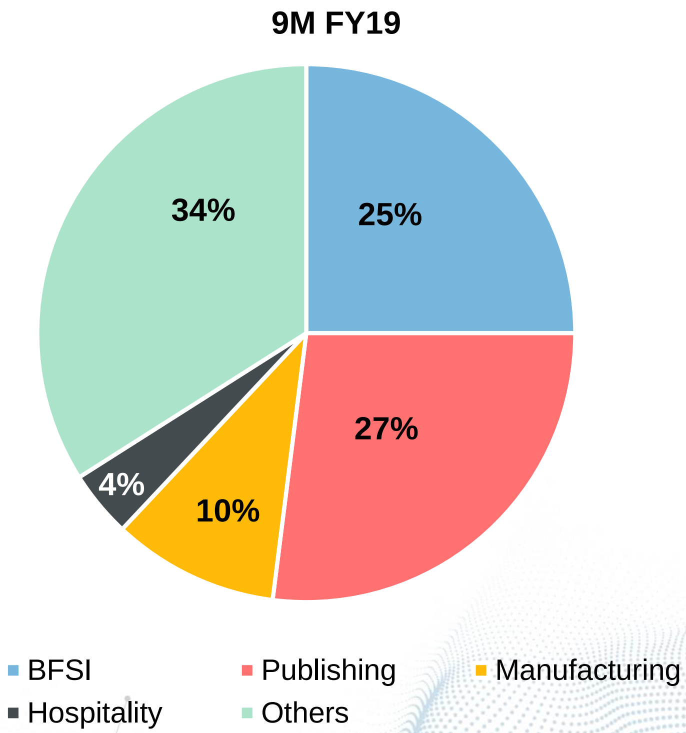




9M FY19 – REVENUE ANALYSIS

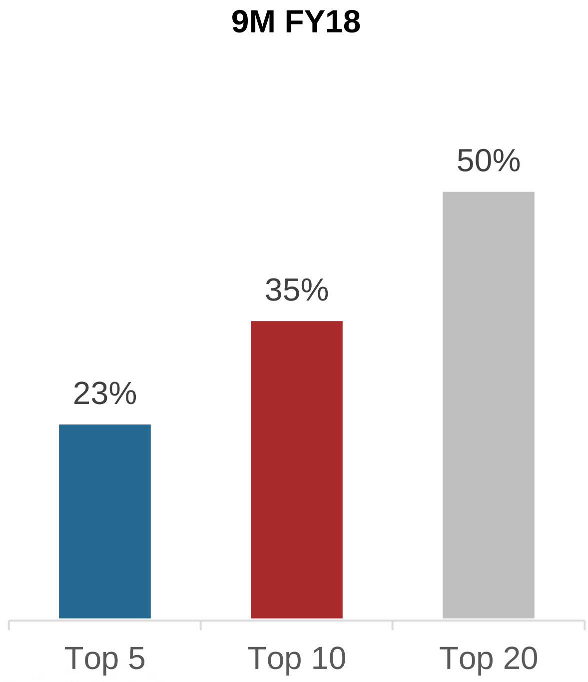
INDUSTRY-WISE REVENUES

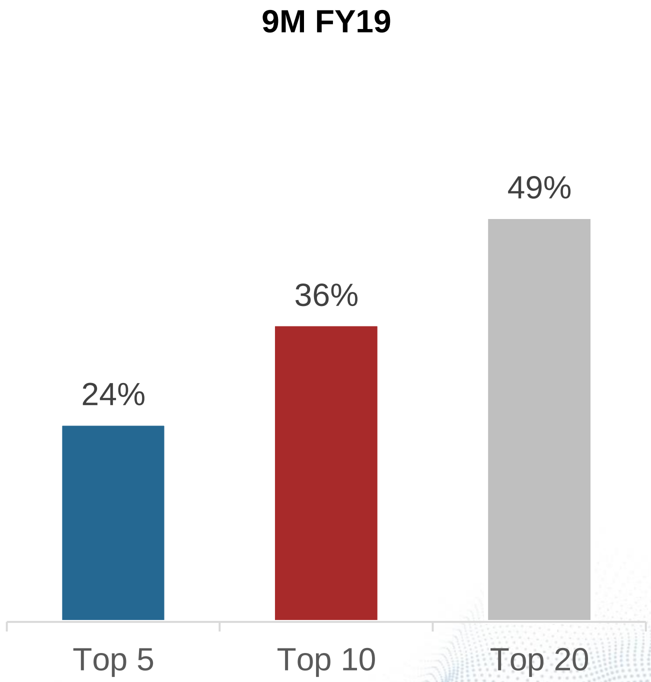




9M FY19 – REVENUE ANALYSIS

CLIENT CONCENTRATION MAINTAINED AT A COMFORTABLE LEVEL





Q3 & 9M FY19 – CONSOLIDATED PROFIT AND LOSS

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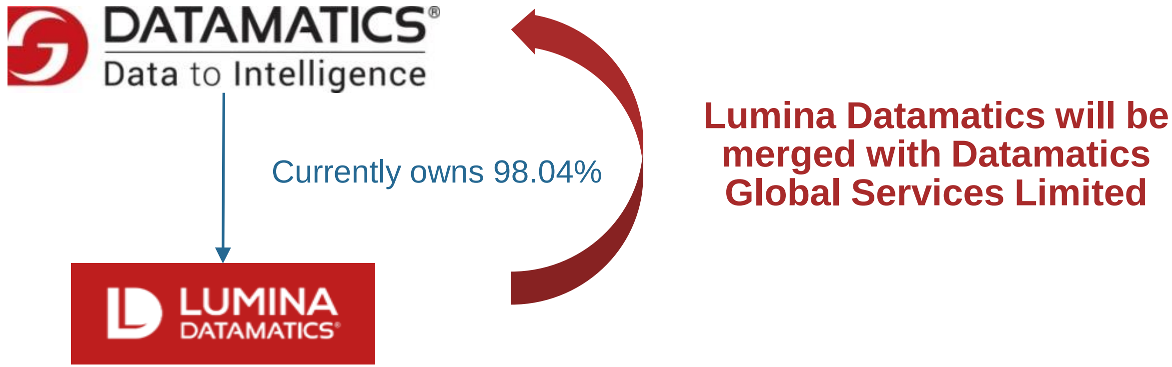
Particulars (Rs in Mn)	Q3 FY19	Q3 FY18	YoY %	Q2 FY19	QoQ %	9M FY19	9M FY18	YoY%
Revenue from Operations	**2,859.3**	**2,348.4**	**21.8%**	**2,799.0**	**2.2%**	**8,266.3**	**6,755.0**	**22.4%**
Purchase of Products and Licences	18.9	23.7	-20.1%	40.3	-53.1%	76.1	62.9	21.0%
Employee Benefits Expenses	1,764.2	1,427.3	23.6%	1,740.0	1.4%	5,131.0	4,151.2	23.6%
Other Expenses	759.5	689.8	10.1%	705.5	7.7%	2,112.3	1,951.4	8.2%
EBITDA	**316.6**	**207.6**	**52.5%**	**313.3**	**1.1%**	**946.9**	**589.5**	**60.6%**
EBITDA Margin %	**11.1%**	**8.8%**	**223 bps**	**11.2%**	**-12 bps**	**11.5%**	**8.7%**	**273 bps**
Depreciation/Amortization	66.2	44.4	49.1%	68.4	-3.2%	195.9	132.5	47.8%
Finance Costs	9.7	10.2	-4.9%	14.3	-32.2%	35.3	28.0	25.9%
Other Income	-52.4	90.0	-158.2%	89.9	-158.3%	60.8	256.6	-76.3%
Share of Net Profits of Associates and JVs	4.3	6.2	-30.1%	5.9	-26.9%	15.8	20.0	-21.1%
PBT	**192.7**	**249.3**	**-22.7%**	**326.4**	**-41.0%**	**792.3**	**705.4**	**12.3%**
PBT Margin %	**6.7%**	**10.6%**	**-388 bps**	**11.7%**	**-492 bps**	**9.6%**	**10.4%**	**-86 bps**
Tax Expense	64.3	63.9	0.7%	90.7	-29.1%	212.1	142.4	49.0%
% Tax Rate	33.4%	25.6%	-	27.8%	-	26.8%	20.2%	-
PAT	**128.4**	**185.4**	**-30.8%**	**235.8**	**-45.6%**	**580.2**	**563.1**	**3.0%**
PAT Margin %	**4.5%**	**7.9%**	**-341 bps**	**8.4%**	**-393 bps**	**7.0%**	**8.3%**	**-132 bps**
Non-Controlling Interest	24.7	11.4	-	32.0	-	87.6	28.8	-
PAT after Minority Interest	**103.7**	**174.0**	**-40.4%**	**203.8**	**-49.1%**	**492.6**	**534.3**	**-7.8%**
EPS (Basic) (Rs)	**1.76**	**2.95**	**-40.4%**	**3.46**	**-49.1%**	**8.36**	**9.06**	**-7.8%**

DATAMATICS – LUMINA

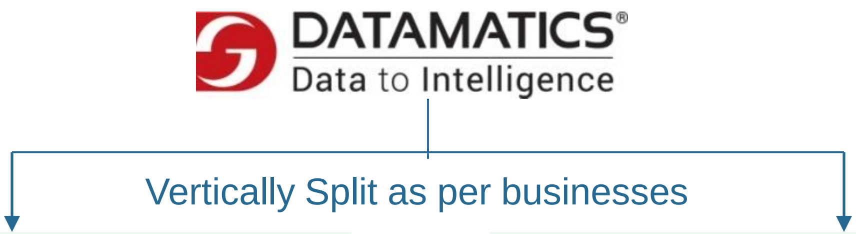
PROPOSED DEMERGER

DEMERGER SPECIFICS

Step 1:



Step 2:



DATAMATICS GLOBAL SERVICES LIMITED

(ex-Publishing & Retail / E-commerce)

LDR E-RETAIL LIMITED

To be renamed as Lumina Datamatics Limited

Will be Separately listed

DEMERGER RATIONALE

ADVANTAGE MANAGEMENT

Diversified Offerings

The businesses of the two companies, serve completely different market segments and have varied offerings.

Enhanced Visibility

Give direct visibility in terms of opportunities for both the companies, which will aid the management mould business strategies, accordingly.

Renewed Focus

Allow the managements of the each Company to focus on and pursue growth strategies tailored to the segments they serve.

ADVANTAGE SHAREHOLDERS

Value Unlocking

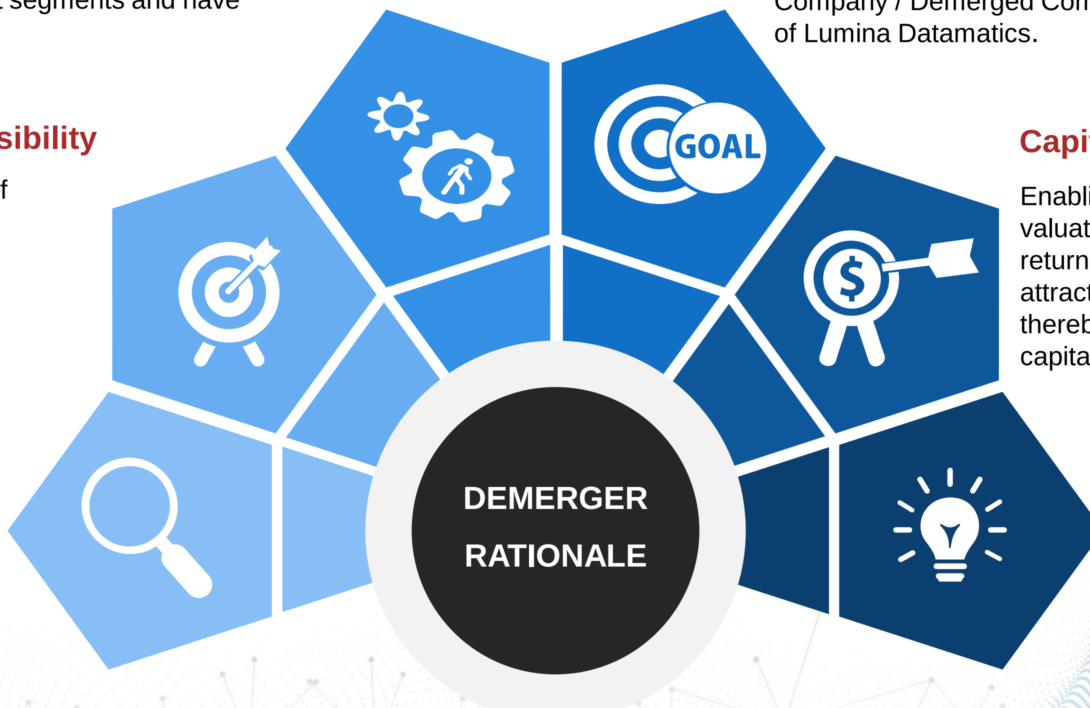
Unlock the value for the shareholders of the Transferee Company / Demerged Company by listing of the shares of Lumina Datamatics.

Capital Access

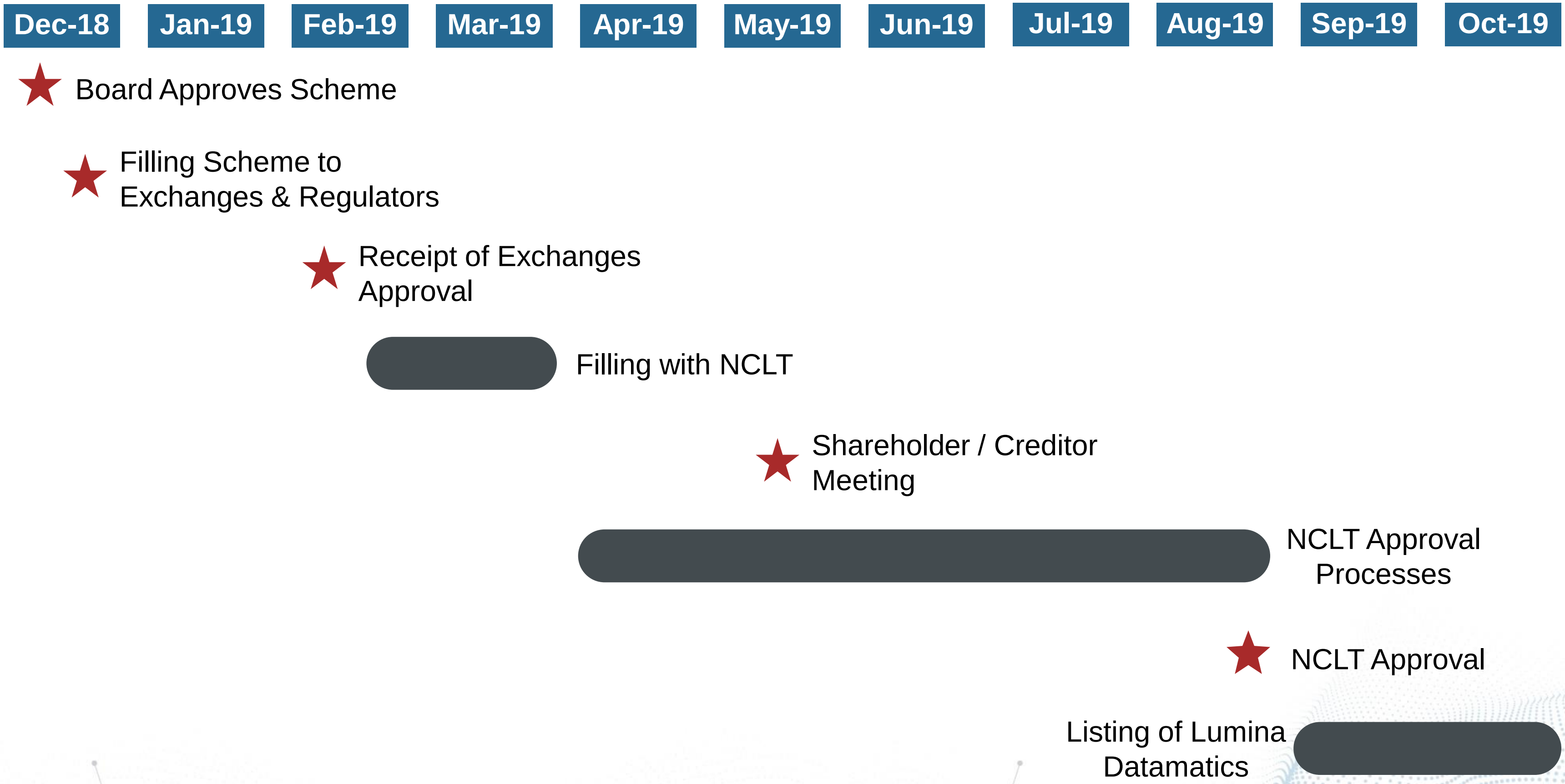
Enabling achievement of expected valuation based on respective risk-return profiles and cash flows, attracting the right investors and thereby granting ease-of-access to capital.

Shareholders' Interests

Enhancing liquidity of the ESOPs held by Key Management Personnel and other shareholders.



DEMERGER INDICATIVE TIMELINE

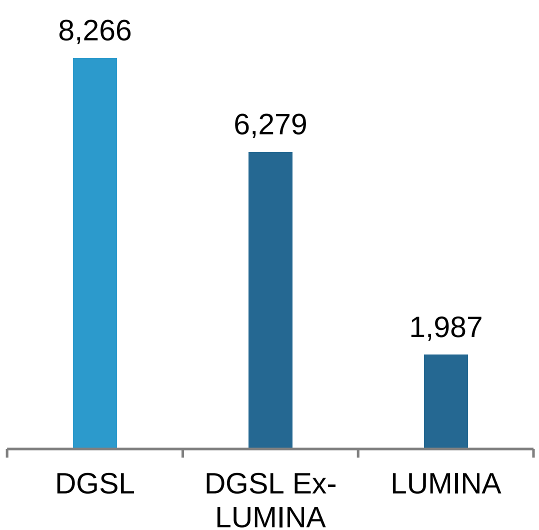


DEMERGER IMPACT ON FINANCIALS

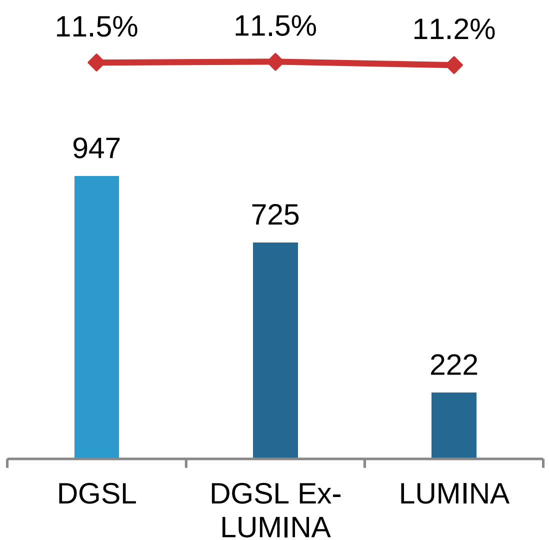
DATAMATICS® Data to Intelligence

9M FY19 **In Rs Mn**

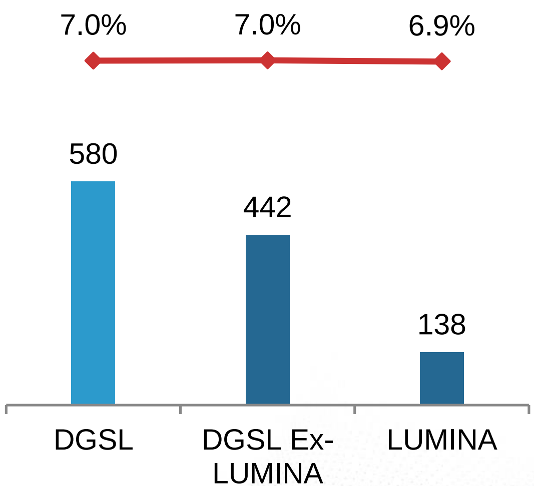
Revenues **



EBITDA & EBITDA Margin % ^



PAT & PAT Margin % #



** Operating Revenue

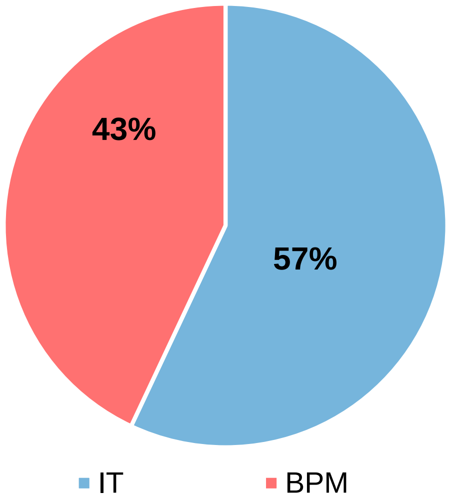
^ EBITDA excl. Other Income

PAT Before Minority Interest

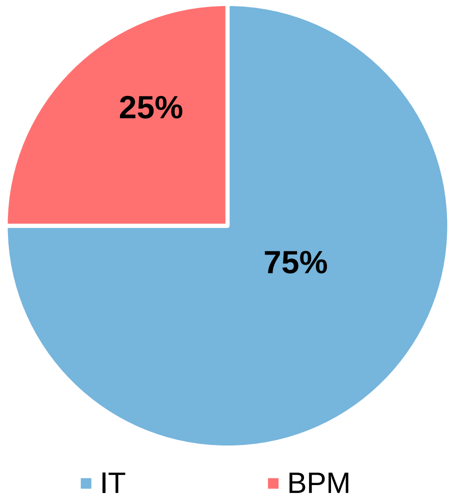
DEMERGER IMPACT ON FINANCIALS

SEGMENT-WISE REVENUES (IT vs. BPM) – 9M FY19

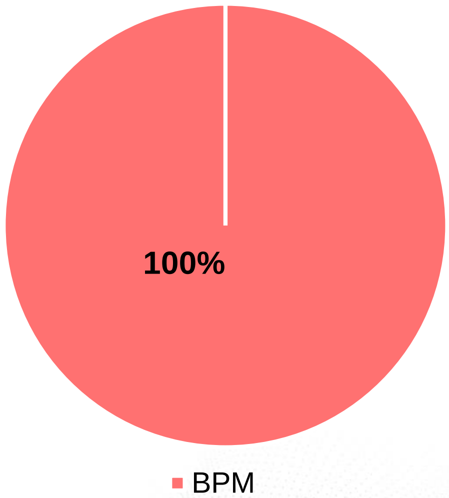
DATAMATICS Data to Intelligence



DGSL Ex-LUMINA



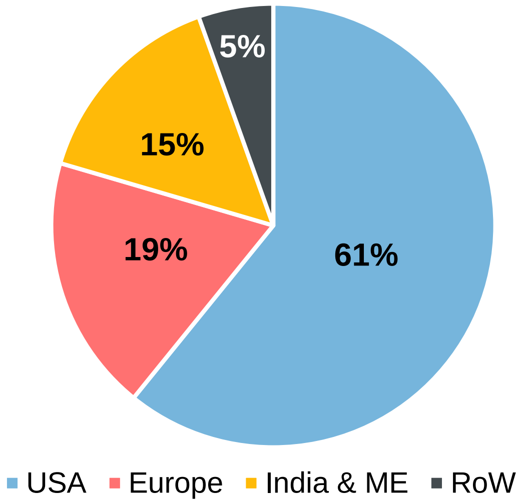
LUMINA DATAMATICS



DEMERGER IMPACT ON FINANCIALS

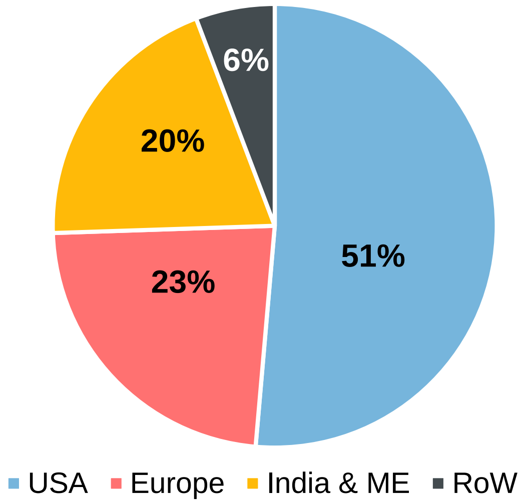
REGION-WISE REVENUES – 9M FY19

DATAMATICS® Data to Intelligence



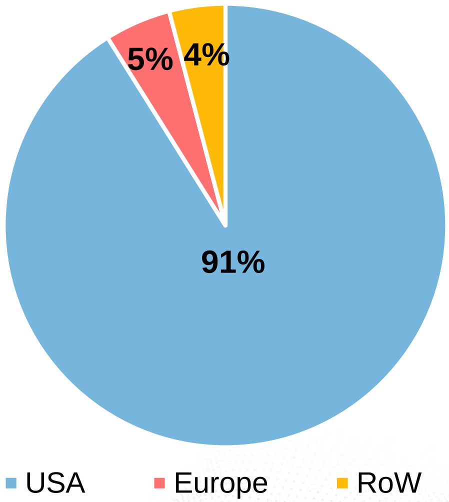
500+ Global Customers

DGSL Ex-LUMINA



400+ Global Customers

LUMINA DATAMATICS®



90+ Global Customers

FINANCIAL OVERVIEW

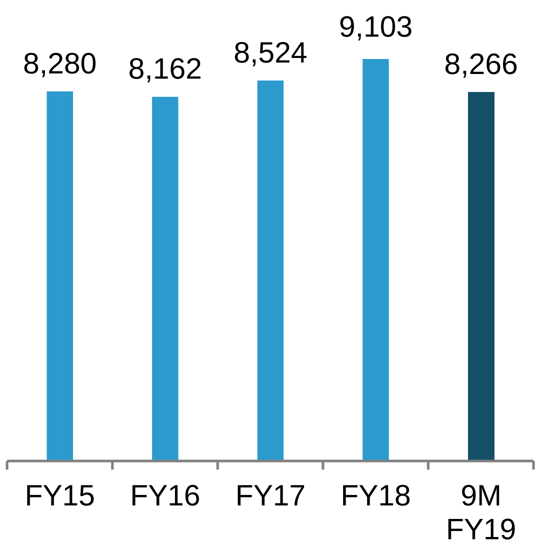
SHAREHOLDING PATTERN

STEADY GROWTH OVER LAST 5 YEARS

DATAMATICS® Data to Intelligence

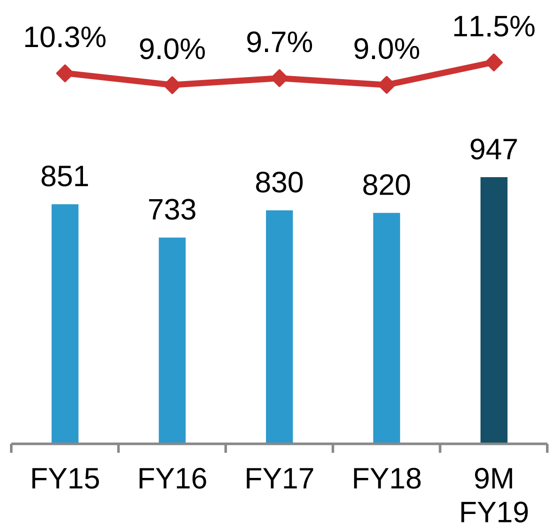
In Rs Mn

Revenues **



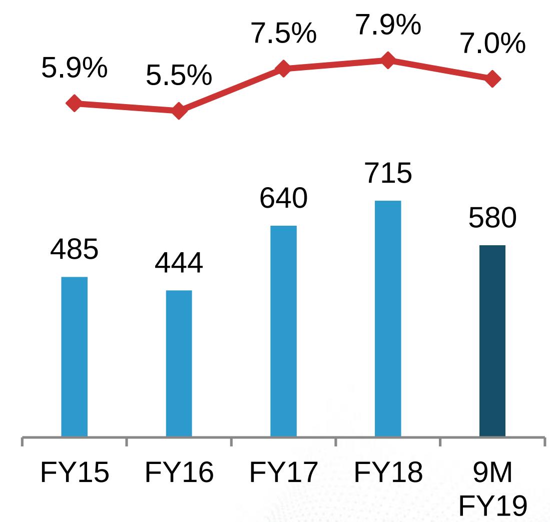
** Operating Revenue

EBITDA & EBITDA Margin % ^



^ EBITDA excl. Other Income

PAT & PAT Margin %

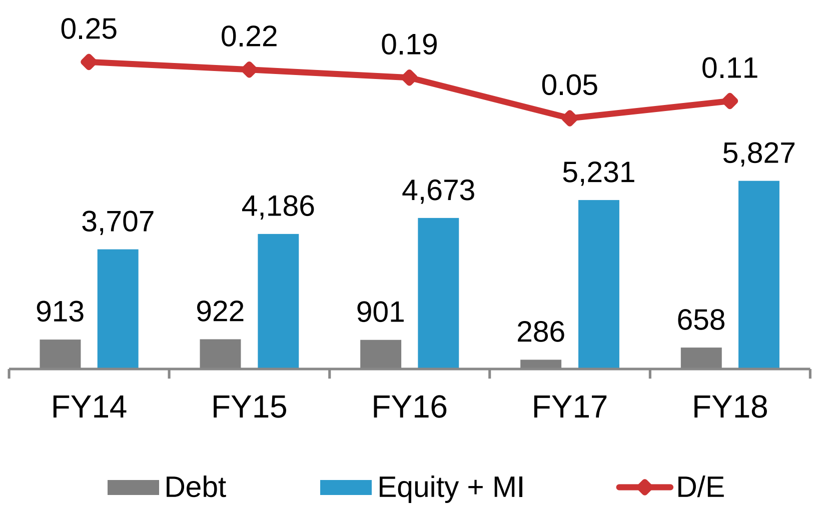


PAT Before Minority Interest

HEALTHY BALANCE SHEET POSITION

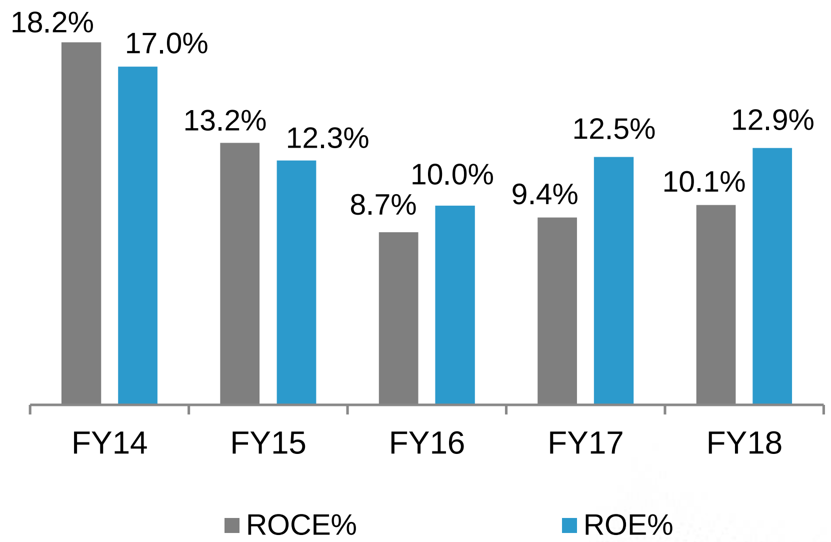
In Rs Mn

Leverage Analysis



FY14 to FY16 Equity and Debt Figures are as per I-GAAP and FY17 & FY18 are as per IND-AS standards.

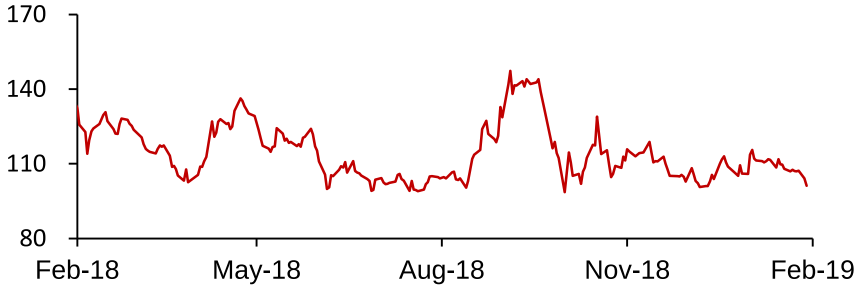
Return Ratio Analysis



FY14 to FY17 Return Ratios calculated on I-GAAP figures and FY18 as per IND-AS standards.

SHAREHOLDING SUMMARY

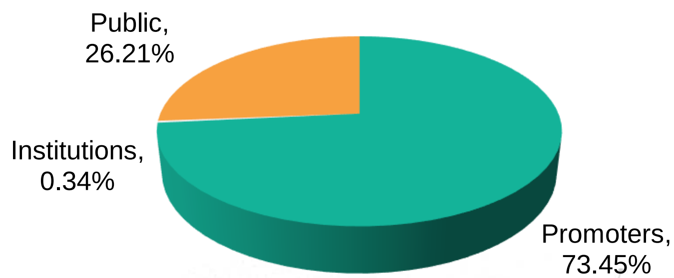
SHARE PRICE PERFORMANCE



MARKET DATA — AS ON 31st JANUARY 2019

Market Capitalization (Rs Cr)	591.0
Price (Rs)	101.0
No. of Shares Outstanding (Cr)	5.9
Face Value (Rs)	5.0
52 Week Low-High (Rs)	99.1 / 146.0

SHAREHOLDING – 31st DECEMBER 2018



Source – BSE

AWARDS & CERTIFICATIONS

CERTIFICATIONS

DATAMATICS®
Data to Intelligence

A1 Rating (S&P) Financial Stability

CRISIL RATED COMPANY

Re-Certified SEI CMMI Level 4, V 1.3

CMMI

Certified ISO 27001-2013

ISO 27001:2013

Certified ISO 9001-2008

CERTIFIED COMPANY ISO 9001:2008

SSAE 16 SOC 1 & SOC II with HiTRUST

HIPAA Compilant

SSAE 16 SOC I TYPE II CERTIFIED

HIPAA COMPLIANT

RECENT AWARDS & RECOGNITIONS

CIO Choice 2019 – Recognised for Robotic Process Automation (RPA)

Best Cognitive Technology Provider of the Year 2018 – Recognised for RPA

CIO Choice 2018 – Artificial Intelligence, Business Intelligence & Doc. Mgmt.

7th Global Economic Summit 2018 – Services Category

NASSCOM Analytics Challenge 2018 – Fraud Detection Solution

FOR FURTHER QUERIES

Mr. Sandeep Mantri
Chief Financial Officer
Email ID: investorrelations@datamatics.com

DICKENSON

Mr. Arun Prakash / Mr. Nilesh Dalvi
IR Consultant
Email ID: arun.prakash@dickensonir.com
nilesh.dalvi@dickensonir.com
Contact: +91 99209 93892 / 98192 89131

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These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond DGS' control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of DGS.

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